

Program No C227-S Term 01/01/01 To 12/31/01
Title: GENERAL PUBLICATIONS

| Price Comparison Only | | | | | | | | | |
|-----------------------------------|---|----------------|------------------------------------|---------------------------------------|--------------------------|---------------|--------------------|--------------------|-----------|
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| | | | | | | | | | |
| | | | | | | | | | |
| ITEM NO. | DESCRIPTION | BASIS OF AWARD | MARLIN GRAPHICS BALTIMORE, MD COST | McDONALD & EUDY TEMPLE HILLS, MD COST | CAPITAL HEIGHTS, MD COST | GRAY GRAPHICS | CURRENT CONTRACTOR | GRAY GRAPHICS COST | UNIT RATE |
| I. COMPOSITION: | | | | | | | | | |
| (a) | Text matter.....per column lin | 250 | 1.50 | 375.00 | 1.25 | 312.50 | 1.50 | 375.00 | 1.50 |
| (b) | Tabular matter.....per lin | 10 | 2.50 | 25.00 | 1.75 | 17.50 | 2.00 | 20.00 | 2.00 |
| (c) | Page makeup.....per pag | 24 | 18.00 | 432.00 | 12.00 | 288.00 | 15.00 | 360.00 | 15.00 |
| (d) | Author's alterations: | | | | | | | | |
| (1) | Text matter.....per lin | 1 | 10.00 | 10.00 | 3.00 | 3.00 | 2.00 | 2.00 | 2.00 |
| (2) | Tabular matter.....per column lin | 1 | 10.00 | 10.00 | 3.00 | 3.00 | 3.00 | 3.00 | 3.00 |
| II. PREPRESS: | | | | | | | | | |
| (a) | Trim/Page-size unit produced from camera copy.....per page | | | | | | | | |
| (1) | Format A | 340 | 1.50 | 510.00 | 1.25 | 425.00 | 1.25 | 425.00 | 1.25 |
| (2) | Format B | 848 | 2.50 | 2,120.00 | 1.25 | 1,060.00 | 1.50 | 1,272.00 | 1.50 |
| (b) | Trim/Page-size unit produced from electronic file.....per page | | | | | | | | |
| (1) | Format A | 88 | 7.50 | 660.00 | 7.00 | 616.00 | 12.00 | 1,056.00 | 14.00 |
| (2) | Format B | 372 | 8.50 | 3,162.00 | 8.00 | 2,976.00 | 12.00 | 4,464.00 | 14.00 |
| (c) | Line.....per illustrati | 44 | 5.00 | 220.00 | 5.00 | 220.00 | 5.00 | 220.00 | 5.00 |
| (d) | Square-finish halftone.....per halfton | 56 | 12.00 | 672.00 | 8.00 | 448.00 | 10.00 | 560.00 | 9.00 |
| (e) | Combo line and halftone.....per halfton | 14 | 18.00 | 252.00 | 15.00 | 210.00 | 15.00 | 210.00 | 15.00 |
| (f) | Trapping keylines (rules).....per halftone | 20 | 10.00 | 200.00 | 5.00 | 100.00 | 6.00 | 120.00 | 6.00 |
| (g) | Convert transparencies to halftone.....per halftone | 2 | 8.00 | 16.00 | 3.00 | 60.00 | 35.00 | 70.00 | 35.00 |
| (h) | Composite Blueprint/Dlylx.....per trim/pg-sz unit | | | | | | | | |
| (1) | Format A | 100 | 1.50 | 150.00 | 1.25 | 125.00 | 1.25 | 125.00 | 1.50 |
| (2) | Format B | 38 | 1.75 | 66.50 | 1.50 | 57.00 | 1.50 | 57.00 | 1.50 |
| III. PRINTING AND BINDING: | | | | | | | | | |
| (a) | Saddle-Stitched Products: Prtg sgl ink, including binding.....per page | | | | | | | | |
| | Makeready and/or Setup Charges | | | | | | | | |
| (1) | Format A | 448 | 7.00 | 3,136.00 | 6.25 | 2,800.00 | 7.00 | 3,136.00 | 7.00 |
| (2) | Format B | 936 | 8.00 | 7,488.00 | 6.25 | 5,850.00 | 8.00 | 7,488.00 | 8.00 |
| (3) | Running Charges Per 1,000 Copies | | | | | | | | |
| (4) | Format A | 256 | 1.50 | 384.00 | 2.00 | 512.00 | 2.20 | 563.20 | 2.20 |
| (5) | Format B | 2740 | 1.50 | 4,110.00 | 2.00 | 5,480.00 | 2.30 | 6,302.00 | 2.20 |
| (b) | Perfect-Bound Products: Prtg sgl ink, including binding.....per page | | | | | | | | |
| | Makeready and/or Setup Charges | | | | | | | | |
| (1) | Format A | 96 | 7.00 | 672.00 | 5.00 | 480.00 | 5.00 | 480.00 | 5.00 |
| (2) | Format B | 96 | 8.00 | 768.00 | 5.00 | 480.00 | 6.00 | 576.00 | 6.00 |
| (3) | Running Charges Per 1,000 Copies | | | | | | | | |
| (4) | Format A | 144 | 1.50 | 216.00 | 1.50 | 216.00 | 1.80 | 259.20 | 1.80 |
| (5) | Format B | 144 | 1.50 | 216.00 | 1.50 | 216.00 | 1.90 | 273.60 | 1.80 |
| (c) | Looseleaf and Side-Stitched Products: Prtg single ink, including binding.....per page | | | | | | | | |
| | Makeready and/or Setup Charges | | | | | | | | |
| (1) | Format A | 20 | 7.00 | 140.00 | 6.00 | 120.00 | 6.00 | 120.00 | 6.00 |
| (2) | Format B | 40 | 8.00 | 320.00 | 6.00 | 240.00 | 7.00 | 280.00 | 7.00 |
| (3) | Running Charges Per 1,000 Copies | | | | | | | | |
| (4) | Format A | 60 | 1.50 | 90.00 | 2.50 | 150.00 | 2.20 | 132.00 | 2.20 |
| (5) | Format B | 120 | 1.50 | 180.00 | 2.50 | 300.00 | 2.40 | 288.00 | 2.40 |

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| Program No C227-S Term 01/01/01 To 12/31/01 | | | | | | | Price Comparison Only | | | | |
|---|-------------|----------------|---------------|-----------------|------------------|-----------|-----------------------|-----------|---------------|--------------------|--|
| GENERAL PUBLICATIONS | | | | MARLIN GRAPHICS | | | McDONALD & EUDY | | | | |
| ITEM NO. | DESCRIPTION | BASIS OF AWARD | BALTIMORE, MD | UNIT RATE | TEMPLE HILLS, MD | UNIT RATE | CAPITOL HEIGHTS, MD | UNIT RATE | GRAY GRAPHICS | CURRENT CONTRACTOR | |
| | | | | | | | | | | GRAY GRAPHICS COST | |
| III. PRINTING AND BINDING: | | | | | | | | | | | |
| (d) Additional Color(s): Prtg Text in color in addition to 1st run.....per color/per page | | | | | | | | | | | |
| Makeready and/or Setup Charges | | | | | | | | | | | |
| (1) | Format A | 72 | 20.00 | 1,440.00 | 13.00 | 936.00 | 15.00 | 1,080.00 | 15.00 | 1,080.00 | |
| (2) | Format B | 490 | 20.00 | 9,800.00 | 13.00 | 6,370.00 | 15.00 | 7,350.00 | 15.00 | 7,350.00 | |
| Running Charges Per 1,000 Copies | | | | | | | | | | | |
| (3) | Format A | 108 | 1.90 | 205.20 | 1.80 | 194.40 | 3.00 | 324.00 | 2.00 | 216.00 | |
| (4) | Format B | 1192 | 1.90 | 2,264.80 | 1.80 | 2,145.60 | 3.00 | 3,576.00 | 2.25 | 2,682.00 | |
| (e) COVERS: | | | | | | | | | | | |
| Printing Covers 1 through 4, single ink, incl binding | | | | | | | | | | | |
| Makeready and/or Setup Charges | | | | | | | | | | | |
| (1) | Format A | 2 | 100.00 | 200.00 | 100.00 | 200.00 | 100.00 | 200.00 | 100.00 | 200.00 | |
| (2) | Format B | 4 | 100.00 | 400.00 | 100.00 | 400.00 | 100.00 | 400.00 | 100.00 | 400.00 | |
| Running Charges Per 1,000 Copies | | | | | | | | | | | |
| (3) | Format A | 6 | 30.00 | 180.00 | 30.00 | 180.00 | 50.00 | 300.00 | 50.00 | 300.00 | |
| (4) | Format B | 12 | 30.00 | 360.00 | 30.00 | 360.00 | 50.00 | 600.00 | 50.00 | 600.00 | |
| (f) PRtg Covers 1 & 4 in a color in addition to 1 st | | | | | | | | | | | |
| Makeready and/or Setup Charges | | | | | | | | | | | |
| (1) | Format A | 1 | 70.00 | 70.00 | 75.00 | 75.00 | 75.00 | 75.00 | 75.00 | 75.00 | |
| (2) | Format B | 1 | 70.00 | 70.00 | 75.00 | 75.00 | 75.00 | 75.00 | 75.00 | 75.00 | |
| Running Charges Per 1,000 Copies | | | | | | | | | | | |
| (3) | Format A | 3 | 10.00 | 30.00 | 10.00 | 30.00 | 20.00 | 60.00 | 20.00 | 60.00 | |
| (4) | Format B | 3 | 10.00 | 30.00 | 15.00 | 45.00 | 20.00 | 60.00 | 20.00 | 60.00 | |
| (g) FOLD-INS: | | | | | | | | | | | |
| Prtg sgl link 1 side, incl binding.....per fold-in unit | | | | | | | | | | | |
| Makeready and/or Setup Charges | | | | | | | | | | | |
| (1) | Format A | 2 | 50.00 | 100.00 | 35.00 | 70.00 | 40.00 | 80.00 | 40.00 | 80.00 | |
| (2) | Format B | 2 | 50.00 | 100.00 | 35.00 | 70.00 | 40.00 | 80.00 | 40.00 | 80.00 | |
| Running Charges Per 1,000 Copies | | | | | | | | | | | |
| (3) | Format A | 6 | 10.00 | 60.00 | 20.00 | 120.00 | 20.00 | 120.00 | 20.00 | 120.00 | |
| (4) | Format B | 6 | 10.00 | 60.00 | 20.00 | 120.00 | 20.00 | 120.00 | 20.00 | 120.00 | |
| (h) PRtg 2nd side.....per fold-in unit | | | | | | | | | | | |
| Makeready and/or Setup Charges | | | | | | | | | | | |
| (1) | Format A | 1 | 50.00 | 50.00 | 30.00 | 30.00 | No Charge | 0.00 | 30.00 | 30.00 | |
| (2) | Format B | 1 | 50.00 | 50.00 | 30.00 | 30.00 | No Charge | 0.00 | 30.00 | 30.00 | |
| Running Charges Per 1,000 Copies | | | | | | | | | | | |
| (3) | Format A | 3 | 10.00 | 30.00 | 10.00 | 30.00 | 15.00 | 45.00 | 15.00 | 45.00 | |
| (4) | Format B | 3 | 10.00 | 30.00 | 10.00 | 30.00 | 15.00 | 45.00 | 15.00 | 45.00 | |
| (i) PAPER: Per 1,000 Leaves | | | | | | | | | | | |
| (a) White Offset Book, 70-lb | | | | | | | | | | | |
| (1) | Format A | 100 | 8.00 | 800.00 | 8.75 | 875.00 | 8.50 | 850.00 | 8.50 | 850.00 | |
| (2) | Format B | 958 | 9.00 | 8,622.00 | 8.75 | 8,382.50 | 9.50 | 9,101.00 | 9.50 | 9,101.00 | |
| (b) White 50% Laid-Antique Book, 70-lb | | | | | | | | | | | |
| (1) | Format A | 36 | 20.00 | 720.00 | 17.00 | 612.00 | 17.00 | 612.00 | 17.00 | 612.00 | |
| (2) | Format B | 44 | 20.00 | 880.00 | 18.00 | 792.00 | 18.00 | 792.00 | 18.00 | 792.00 | |
| (c) White Litho (Gloss) Coated Book, 70-lb | | | | | | | | | | | |
| (1) | Format A | 28 | 14.00 | 392.00 | 13.00 | 364.00 | 13.00 | 364.00 | 13.00 | 364.00 | |
| (2) | Format B | 420 | 14.00 | 5,880.00 | 13.00 | 5,460.00 | 14.00 | 5,880.00 | 13.50 | 5,670.00 | |
| (d) White Matte Coated Offset Book, 70-lb | | | | | | | | | | | |
| (1) | Format A | 36 | 13.00 | 468.00 | 13.00 | 468.00 | 13.00 | 468.00 | 13.00 | 468.00 | |
| (2) | Format B | 44 | 13.00 | 572.00 | 13.00 | 572.00 | 14.00 | 616.00 | 13.50 | 594.00 | |
| (e) Cream White 100% Artificial Parchment, 47-lb | | | | | | | | | | | |
| (1) | Format A | 36 | 80.00 | 2,880.00 | 90.00 | 3,240.00 | 60.00 | 2,160.00 | 30.00 | 1,080.00 | |
| (2) | Format B | 42 | 90.00 | 3,780.00 | 95.00 | 3,990.00 | 70.00 | 2,940.00 | 35.00 | 1,470.00 | |

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| Price Comparison Only | | | | | | | | | |
|--------------------------------------|---|----------------|----------------------------------|-------------------------------------|--------------------------------------|--------------------|-----------|--------------------|-----------|
| CURRENT CONTRACTOR | | | | | | | | | |
| GRAY GRAPHICS CAPITOL HEIGHTS, MD | | | | | | | | | |
| ITEM NO. | DESCRIPTION | BASIS OF AWARD | MARLIN GRAPHICS BALTIMORE, MD | McDONALD & EUDY TEMPLE HILLS, MD | GRAY GRAPHICS CAPITOL HEIGHTS, MD | UNIT RATE | UNIT RATE | UNIT RATE | UNIT RATE |
| IV. | PAPER: Per 1,000 Leaves | | COST | COST | COST | | | | |
| (f) | White #1 Coated Cover, 80-lb | | | | | | | | |
| (1) | Format A | 4 | 45.00 | 180.00 | 40.00 | 160.00 | 40.00 | 160.00 | 50.00 |
| (2) | Format B | 10 | 50.00 | 500.00 | 43.00 | 430.00 | 45.00 | 450.00 | 50.00 |
| (g) | White Vellum Finish Cover, 65-lb | | | | | | | | |
| (1) | Format A | 2 | 30.00 | 60.00 | 32.00 | 64.00 | 33.00 | 66.00 | 33.00 |
| (2) | Format B | 4 | 32.00 | 128.00 | 34.00 | 136.00 | 35.00 | 140.00 | 35.00 |
| (h) | Colored Vellum Finish Cover, 65-lb | | | | | | | | |
| (1) | Format A | 2 | 35.00 | 70.00 | 38.00 | 76.00 | 38.00 | 76.00 | 38.00 |
| (2) | Format B | 4 | 38.00 | 152.00 | 41.00 | 164.00 | 40.00 | 160.00 | 42.00 |
| (i) | White Index, 110-lb | | | | | | | | |
| (1) | Format A | 2 | 25.00 | 50.00 | 28.00 | 56.00 | 30.00 | 60.00 | 30.00 |
| (2) | Format B | 4 | 30.00 | 120.00 | 30.00 | 120.00 | 32.00 | 128.00 | 32.00 |
| (j) | Colored Index, 110-lb | | | | | | | | |
| (1) | Format A | 2 | 28.00 | 56.00 | 32.00 | 64.00 | 34.00 | 68.00 | 33.00 |
| (2) | Format B | 2 | 34.00 | 88.00 | 33.00 | 66.00 | 36.00 | 72.00 | 35.00 |
| V. | ADDITIONAL OPERATIONS: | | | | | | | | |
| (a) | Shrink-film packaging.....each package | 318 | 0.30 | 95.40 | 0.15 | 47.70 | 0.20 | 63.60 | 0.15 |
| (b) | Perforating.....per 1,000 leaves | 62 | 2.00 | 124.00 | 1.50 | 93.00 | 1.50 | 93.00 | 1.50 |
| (c) | Drilling.....per 1,000 leave | 208 | 0.40 | 83.20 | 0.35 | 72.80 | 0.50 | 104.00 | 0.50 |
| (d) | Bind Government furnished covers to publication | | | | | | | | |
| (e) | Sealing publication with a single wafer seal for mailing.....per 1,000 copies | 2 | 90.00 | 180.00 | 25.00 | 50.00 | 10.00 | 20.00 | 10.00 |
| VI. | PACKING, SEALING AND DISTRIBUTION: | | | | | | | | |
| (a) | Pack/ seal ship containers to 45-lbs.per container | 640 | 1.75 | 1,120.00 | 1.25 | 800.00 | 1.50 | 960.00 | 1.25 |
| | CONTRACTOR TOTALS | | | \$70,161.10 | | \$62,531.00 | | \$70,280.60 | |
| | DISCOUNT | | | 1.00% | \$701.61 | 1.00% | | \$702.81 | 1.00% |
| | DISCOUNTED TOTALS | | | \$69,459.49 | | \$61,905.69 | | \$69,577.79 | |
| | | | | | | | | | |
| | | | | | | | | | |